Chapter Meeting: Tuesday September 30, 2003 at 6:00 pm
Location: AIAA Western Office
2221 Rosecrans Avenue, Suite 227, El Segundo, CA
Speaker: Dr. Myles Baker - M4 Engineering, Inc.

"The Road to a Successful Technology Company "

Myles Baker is founder of M4 Engineering, Inc., a two year old technology company focused on developing advanced multidisciplinary analysis and optimization tools for the aerospace industry. He will discuss M4 Engineering's main activities, and focus on the issues involved in getting a small technology company started, keeping it running, and growing it beyond the hobby shop level. Some of the specific issues that will be discussed are:

- What Does it Take to Survive & Succeed?
- Marketing Strategies for Small Companies (finding the right niche)
- Finding Excellent Employees
- Business Planning (how much do you need?)
- Dealing with Accounting and Legal Issues

Dr. Myles Baker is the 2003 recipient of teh AIAA Lawrence Sperry Award for outstanding contributinos to the aerospace field by a young professional. He spent ten years as an engineer and manager in the Advanced Structures area at Boeing (Long Beach). While at Boeing, he worked on multidisciplinary and structural problems ranging from the High Speed Civil Transport to the Blended Wing Body. He recently left the world of large aerospace companies to found M4 Engineering in 2001. M4 Engineering focuses on structural and multidisciplinary analysis and optimization technology in the aerospace field. Dr. Baker received his Ph.D. from UCLA in 1996.

Agenda

1. **Dinner and Networking**
2. **Presentation by Dr. Myles Baker**
3. **Discussion of New Business Opportunities Led by:**
   Richard Denison – Co-Chair

To attend RSVP by September 29
Contact:
Christina Kortkamp
AIAA Western Office
Southern California Section Liaison
(800) 683-AIAA (2422)
christinak@aiaa.org
Attendance fee is $10 including food

OC and LA Area Consultants' Network Members,

The August meeting will focus on the future of the OCCN and LAACN, with emphasis on how to better satisfy member needs. The tentative agenda follows. You are invited to submit your ideas to any of the Board Members or the undersigned. Please let us know if you would like to speak on other topics so we can schedule time on the agenda.

To make best use of the group's time all speakers must have prepared remarks that concisely introduce an idea, define how it should be achieved and who is willing to carry out the plan.

Ron Oglevie and Pete Schultz

AUGUST OCCN/LAACN MEETING AGENDA

SUBJECT: *"PLANNING FOR THE NETWORK'S FUTURE ---->*Open Forum for Realigning the Networks to the Changing Times"

DATE: Saturday, 9 August, '03

LOCATION: Cal State Fullerton, Engineering Bldg, Room 321, see OCCN.org for directions.

MEETING AGENDA:

9:00 AM - Networking

9:30 AM - Featured Business/Product Synopsis - Mr. Mike Morehouse, on his new product - "Static Prevention Bag"

10:00 AM - RESHAPING THE NETWORKS FOR THE FUTURE -
    - Introduction/purpose of meeting - Ron Oglevie, 10 min.
    - Marketing the Networks - the "SoCal Print Directory" - Kip Haggerty, 15 min.
    - How to attract new young members - Ralph Hileman, 15 min.
    - Providing for the needs of new consultants - Bob Gauger, 20 min.
    - Innovative programs to meet member needs - REO, 20 min.

11:20 OCCN & LAACN Web Sites -
    - Current status & planned improvements - Kenn Leland, 15 min.
    - How can we improve these websites, a 2nd p.o.v. - Kip Haggerty - 15 min.
    - How can we improve these websites, a 3nd p.o.v. - Ron Oglevie, 10 min.

12:00 Other potential improvements? - Pete Schultz, 15 min.
      Election of new officers? - Schultz & Hileman, 10 min.

12:25 Summary of Changes and Action Items - Pete Schultz, 20 min.

12:45 PM - LUNCH - Off Campus Sports Pub

1:45 BOARD MEETING - Miscellaneous actions

Ladies and Gentlemen,

After 7 years of free service from Verio (originally Network Intensive in Orange County), Verio has elected not to continue our joint marketing agreement. They graciously offered us a discounted plan as compensation, however, we can now get web space on the IEEE Entity Web Hosting (EWH) server.

Effectively Immediately, our new web address is <http://ewh.ieee.org/r6/lac/cn/>

We have an IEEE Alias which points there: <http://www.ieee.org/laacn/> or <http://ieee.org/laacn>

In addition, web forwarding of our domain name for 5 years was ordered Friday. It is currently propagating through the DNS system and should be available for use by Monday evening. Thus <http://www.laacn.org/> will also point to our new web address (for 5 years).

I have also taken the opportunity to update the site and have added a calendar. The purpose of the calendar is to provide brief information about upcoming events including network meetings, other professional society meetings of interest, speaking engagements of our network members, seminars given by our members, etc. All of our members in LAACN and OCCN are invited to add calendar items to the Calendar. I will remove inappropriate items that I find (e.g. Amway gatherings) and should be contacted if you need a calendar item removed or edited.

EWH does not offer scripting so the unused bulletin board system has been removed from the site. They do offer a few interesting things to assist though. One is a Windows encoding program that changes mailto links in a web page into a javascript that chops up the email address to make it harder for the crawlers used by spammers to find your email address in a static web page. I have implemented this on the LAACN site for the the few email addresses still encoded as a mailto. In most cases, I search for the person's directory listing and display that. For those of you who are interested, here is a sample javascript mailto which is easy to do without the program.

```
E-mail:
<SCRIPT LANGUAGE="javascript" type="text/javascript"> <!--
        var v1 = "ieee.org";
        var va = "laacn-referrals&#64;" + v1;
        var vi = "mai" + "lto:" + va;
        document.write("<a href=\"" + vi + "\">");   document.write(va + "<" + "/a>");
        // -->
</SCRIPT>
```

If JavaScript is enabled, this writes out to the web page: E-mail: mailto:laacn-referrals@ieee.org with the email address displayed.

Lastly, please watch for the August meeting announcement. It looks like it should be a lively discussion about the future of the two networks (LAACN and OCCN).

Regards,
Kip Haggerty, LAACN Electronic Services

OCCN Web Site Announcement: July 31, 2002

All,

The OCCN website has completed its migration from Verio to IEEE. <http://www.occn.org/> will again bring one to our website. <http://www.occn.org/TSC/> will again bring one to the website of the Software Connection, etc.

One can also enter a URL of <http://www.ieee.org/occn/> and get to our new site. Note: <http://www.ieee.org/occn/TSC> does not work. This reference costs us nothing and would be what we would have to use as our principal URL if we did not own our own domain name.

LAACN is following in our footsteps. They are slowed down by the fact they they need to migrate their domain hosting from a no-name domain name host, which does not al-low domain name forwarding (aliasing) to Network Solutions, which has always held our domain name and which does allow aliasing. OCCN owes me $12.00, which I paid on my credit card. This is for one years aliasing of our domain name. Separately, we pay Network Solutions (Verisign) $19.00 per year for hosting our domain name.

The new site is a Unix based site (as was the Verio site) and does not allow for Micro-soft FrontPage extensions, etc. I do not know what special scripting, capabilities, etc. the new site has, if any. The question is moot, since we now have a plain vanilla site. The task of fancy searching on members qualifications, etc. is handed off to the AICN. Kip has already disabled the Message Board--A worthy experiment but a failed experiment.

Kenn Leland/OCCN WebMaster for Life

AVOIDING LEGAL PITFALLS –
Through Education, Strategies, and Policies -
For Small Businesses & Consultants
By
Ms. Margot Nelson

When: Saturday, 14 June, 03
Where: Cal State Fullerton, Engineering Building, Room 321,
                 see *http://www.OCCN.org* for campus map and directions,
                  free parking on Saturday.
Agenda: 9:30 AM – Networking
                 10:00 AM – Chairman's remarks
                 10:15 AM – Featured Presentation
                 12:00 – Lunch at the *Off-Campus Sports Pub*
                 1:30 PM – OCCN Board meeting
Sponsors: Consortium of: OC and LA Area IEEE Consultants' Networks,
                 AIAA Enterprise Network, & ASME Small Business Group
Cost: Free, interested parties invited.
Information: Ron Oglevie – *mailto:RonOglevie@aol.com* 714-526-6642

New small business people and consultants are potentially more prone to actions resulting in liabilities than trained and seasoned management veterans. The purpose of this presentation is to alert you to typical legal pitfalls, and, effective strategies and policies for avoiding them. The presentation will cover topics such as:

- CONTRACTS – When and how to develop effective contracts. A typical consulting contract will be evaluated
- INDEPENDENT CONTRACTOR ISSUES – Versus employee status
- BUSINESS and LABOR LAW ISSUES - Avoid violating harassment, discrimination, wrongful termination, and ADA regulations

You are invited to submit your example legal issues and contracts for a real time evaluation by our speaker (send to *mailto:RonOglevie@aol.com* by 6/9/03).

Ms. Margot Nelson specializes in employment law and regularly counsels employers, administrators and management, and practices with the well-established firm of Eadington, Merhab & Eadington. Formerly she taught in the California public school system. She has an undergraduate degree from USC, Master's from UCLA, and her Juris Doctorate from the J. Reuben Clark Law School at Brigham Young University, graduating *magna cum laude.* While in law school, she headed the Academic Success Program, a program aimed at aiding "at-risk" students, and the "Law Smart" program, which brought a course of study into public schools focused on the American legal system.

Memorial Service for Mary Jane Schultz

This is to announce that the Memorial Services for Mary Jane Schultz, wife of Dr. Peter Schultz, will be held at 4:00 pm on Tuesday, June 3. Pete is currently Chair of OCCN and Vice Chair of LAACN. The location is: St. Peter's by the Sea Presbyterian Church 6410 Palos Verdes Drive South Rancho Palos Verdes, CA 90275 phone: 310-377-6882

If you use the Thomas Guide for LA County, it is Page 822, square 4J. Recommended route: South on US 110 to Calif. Hwy 1 (Pacific Coast Highway), West on 1 to US 213 (Western Ave.), South on Western, (ignore Palos Verdes Drive North) to 25th Street, West on 25th which turns into Palos Verde Drive South, on west to #6410. Alternate route: South on Route 107 (Hawthorne) to Palos Verdes Drive South, East to #6410.

The family requests that in lieu of flowers, please send contributions in Mary Jane Schultz's name to either of the following 2 organizations:

1.) Beach Cities Chapter of the National Alliance for the Mentally Ill (Beach Cities NAMI).

Beach Cities NAMI
P.O. Box 6268
Torrance, CA 90505

or
2.) Young Artists Peninsula Music Festival (YAPMF).

Ann Rubinstein
Treasurer, YAPMF
20616 Ganado Dr.
Palos Verdes Peninsula, CA 90275

Here is a short summary of her recent medical problems: After experiencing severe unusual shoulder and back pains late Monday night (May 19) she was taken to the Torrance Memorial Hospital Emergency Room and tentatively diagnosed with either a gall bladder problem or an aggravation of her back problems. After going home, a visit to the internist on the next day (May 20) ruled out a gall bladder problem. When pain management medication failed to improve her condition, she was taken back to the emergency room and admitted to the Hospital. During the night her blood pressure and some other vital signs deteriorated and she was taken to the Intensive Care Unit. Tests on Wednesday (May 21) showed a perforated duodenal ulcer. She was quickly taken into surgery and the perforation was patched.

After the surgery she was taken back to the Intensive Care Unit and showed some expected signs for recovery for a few days. During the weekend, however, her condition started to deteriorate with fluid build up in the abdominal cavity and secretion from site of the surgery (indicating additional problems due to the leaking of gastric/stomach juices into the abdominal cavity). She was taken into surgery for emergency treatment on Tuesday night (May 27). The surgeon found extensive damage to organs in the lower abdominal cavity. She was expected to survive only 6 to 24 hours. After resting fairly peacefully, she passed away about 60 hours later at about 6 am on Friday May 30.

End of Announcement
Thanks for your expressions of sympathy and support for the family.

OCCN & LAACN Members and Friends,

Below is an announcement of a dinner meeting with a talk on the possible future of the internet which I anticipate will be of interest to the members and friends of the OCCN and LAACN. I hope you'll join me on May 20 to participate. Please forward it to colleagues who might be interested.

Ron Oglevie and I are trying to put together an OCCN/LAACN program involving legal matters related to technical consulting. We're soliciting topics of interest for this project. Please send any requests or thoughts to Ron Oglevie at ronoglevie@aol.com or me at the address below so that we may include them into the program.

The OCCN will not hold a meeting in May. Future meetings will be announced by email.

Regards,
Peter R. Schultz

IEEE COMSOC DISTINGUISHED LECTURER SERIES

Dinner Seminar: Sponsored Jointly by IEEE Orange County Joint Chapter of Communications & Signal Processing Societies and IEEE Orange County Computer Society

Program: Internet - The Future Technical Architecture and User Environment".
Will the future Internet look like what we have today?

Speaker: Scott Bradner - Harvard University and one of the key authorities at the IETF (Internet Engineering Task Force)

Date: Tuesday May 20, 2003
Program Agenda: Social hour: 6:00 PM, Dinner 6:30 PM, Speaker 7:00 PM
Location: Wyndham Gardens Hotel, 3350 Avenue of the Arts, Costa Mesa, CA 714-751-5100

Costs and Arrangements:
Reservations needed for dinner
Dinner - IEEE members $20.00 with advanced reservations, $25.00 at the door
Non-IEEE members: $25.00 (advanced reservations) & $30.00 at the door
Students with IDs $5.00
Note: No charge for technical portion of the meeting only. Reservations are required for dinner. To RSVP
Contact: Dwight Borses at 949-453-4776 or email: d.borses@ieee.org or snail mail:
Dwight Borses
National Semiconductor
One Technology Suite J-701
Irvine, CA 92718

Background: As most of you know, Scott Bradner is one of the top authorities on TCP/IP and the Internet (see biography below). We are very pleased and privileged to have Scott give us a talk as part of our DISTINGUISHED LECTURER SERIES. We anticipate this talk to be well attended. Please be sure to make a dinner reservation in advance so that you can avail yourself of the $20.00 advance price. The 'at-the-door' price policy will be strictly adhered due to the hotel policies. Please make your reservations early since space at the hotel meeting room is limited.

Talk Outline: Commercial, regulatory and law enforcement pressures have had relatively minor impacts on what we call the Internet for most of its existence, at least in the US. Freedom from these pressures has created a logical, physical and economic playground the likes of which were totally unexpected to the Internet pioneers. But the "real world", as defined by far too many players, is starting to tweak the structure. This talk will paint a picture of the Internet ideal and then apply various realities to that picture to try to guess what a future looks like for the Net.

The IETF Transport Area has been the focal point for the development and maintenance of many of the key Internet technologies. This talk will look back over the last 6 years, when the speaker was the co-Director of the Transport Area, at the technologies and the technical and non-technical issues that were the major factors in the IETF's work on Internet (not just IP) telephony, IPsec, IPv6, QoS, IP storage, and other key, or wanna be key, technologies. The talk will also project some of these issues forward to predict their effect on possible futures for the Internet.

Speaker's Biography: Scott Bradner has been involved in the design, operation and use of data networks at Harvard University since the early days of the ARPANET. He was involved in the design of the Harvard High-Speed Data Network (HSDN), the Longwood Medical Area network (LMAnet) and NEARNet. He was founding chair of the technical committees of LMAnet, NEARNet and CoREN

Mr. Bradner has been the Co-director of the Transport and Sub-IP Areas in the IETF, is a member of the IESG, and until June 1999 was an elected trustee of the Internet Society where he still serves as the Vice President for Standards. He was also Co-director of the IETF IP next generation effort and is member of the Wiley Network Council.

Mr. Bradner is a senior technical consultant at the Harvard Office of the Provost, where he provides technical advice and guidance on issues relating to the Harvard data networks and new technologies. He founded the Harvard Network Device Test Lab, is a frequent speaker at technical conferences, a weekly columnist for Network World, and does a bit of independent consulting on the side.

Organizations Scott participates in:

Internet Engineering Task Force (IETF)
Co-Chair, Internet Emergency Prepardiness Working Group (ieprep), (2002 to present).
Liaison between IETF and ITU-T, (1995 to present). Member, IETF Internet Engineering Steering Group (1993 to 2003).
Co-Director, Sub-IP Area (2001 to 2003). Co-Chair, Transport Area Working Group (tsvwg), (1999 to 2003).
Co-Director, Transport Area (1997 to 2003). Co-Director, IPng Area (1993 to 1996).
Co-Director, Operational Requirements Area (1993 to 1997).
Chair, Benchmarking Methodology Working Group (bmwg), (1991 to 1993).
Internet Society (ISOC)
Vice President for Standards, (1995 to present). Trustee, (1993 to 1999).
The American Registry for Internet Numbers (ARIN) Trustee, (1997 to present).
Secretary of the Board (1997 to present) Corporation for Regional and Enterprise Networking, Inc.(CoREN)
co-chair, Joint MCI-CoREN Technical Committee (1994 to 1995)
New England Academic and Research Network (NEARnet) Co-founder
Member, Steering Committee (1990 to 1995) Chair, Technical Committee (1990 to 1995) Longwood Medical Area Network
Chair, Technical Committee (1991 to 1995) Technical Advisory Boards
Allegro Networks
AVICI Systems
Force 10 Networks
Malibu Networks
Packet Design
Procket Networks
PingTel
SS8 Networks
U.S. Venture Partners

Chapter Meeting: Tuesday May 6, 2003 at 6:00 pm
Location: Microcosm, Inc
401 Coral Circle, El Segundo, CA 90245
map at http://www.smad.com/about/where.html
Speaker: Bill Collins - Vice President of the LA Network of the Tech Coast Angels.
"Filling the Gap for Financing Southern California Companies in the under $2 Million Range"

The Presentation will Include:
- Overview of **Tech Coast Angels (TCA)**, its strategy and activity
- How entrepreneurs in general can engage with TCA
- How TCA works today with large aerospace companies like Boeing and Raytheon with spin-out technologies
- Interest in the coming commercialization of space, related technologies and start-up companies.
- Q&A

Tech Coast Angels' mission is to provide opportunities where its members can obtain outstanding financial returns by investing in early-stage technology and life sciences companies in Southern California and accelerating them to market leadership.
TCA provides seed and early-stage capital in the range of $250K-$2M, an investment range not generally served by venture capital funds. Since 1997, TCA has invested over $40 million in more than 50 Southern California companies, together with $419 million from co-investors.
Members are founders, CEO's, venture capitalists and business leaders who have funded and built world-class companies. TCA mentors and coaches the entrepreneurs it invests in, serves on their boards, provides contacts, and assists with team building, strategic planning and fundraising.

Agenda

1. **Dinner and Networking**
2. **Presentation by Bill Collins**
3. **Discussion of New Business Opportunities Led by:**
   Richard Denison – Co-Chair

To attend RSVP by May 5
Contact:
Christina Kortkamp
AIAA Western Office
Southern California Section Liaison
(310) 643-7517
christinak@aiaa.org

Attendance fee is $10 including food

OCCN PROGRAMS FOR MARCH 2003

Program #1: OCCN & LAACN March 8 Saturday Morning Meeting at Cal State Fullerton

"TWO PRESENTATIONS - ONE OCCN/LAACN JOINT MEETING: 1.) RECENT CONSULTANTS'
FEE SURVEY RESULTS & 2.) CONVERTING A MODEL RAILROADING HOBBY INTO A
BUSINESS - AN INDUSTRIAL ENGINEERING CONSULTANT'S EXPERIENCES"

Date & Time Schedule: March 8.
9:30am - Networking and Introductory Announcements.
10:00am - Results of Recent Survey of Consultants' Fees by Robert Gauger
11:am - Converting a Model Railroading Hobby into a Business - An Industrial Engineering Consultant's
Experiences
12:00pm - Conclusions, Optional Lunch at Off- Campus Pub and Further Networking
Afternoon After Lunch - Optional Guided Field Trip to Railroad and Locomotive Historical Society at
Fairplex in Pomona
Cost: No cost for program.
Location: California State University, Fullerton. Engineering Building Room 321. See
http://www.occn.org for map of campus and directions. Free parking on Saturday.

Abstract of Results of "Recent Survey of Consultants' Fees ":
When we are preparing a proposal or negotiating a contract, one of our usual concerns is deciding how
much to charge. In order to establish a fixed price or a fee that is fair, yet competitive, we need to know
what other consultants in similar fields charge.
Last year, the AICN conducted the survey to help IEEE members gauge how much to charge a client. Of
the more than 2000 IEEE consultants surveyed, 400 responded. This was by far the largest number of
respondents anyone ever had to a consultants' survey. Bob Gauger has analyzed and plotted the answers to
all 15 questions posed in the survey. You were probably one of the AICN members who provided answers
for the survey. This will be your first chance to see where your answers fit into the spectrum. Some typical
findings from the survey are summarized below:

- Eight independent consultants reported incomes of at least $1 million per year.
- Fourteen percent earn more than $200,000 a year.
- Those with 1-10 and 11-20 years of technical experience reported the highest median annual
  incomes ($120,000).
- Those with 31-40 years experience reported a median income of $110,000.
- Those in the 21-30 year range made a median of $100,000.
- Those with more than 40 years experience had the lowest median ($75,000).
- Median hourly fees for all independent consultants ranged from $100 to $125.
- The minimum was $20 per hour; the maximum $2,000.
- About 24 percent reported difficulty collecting payment.
- The major consulting fields were hardware, software, system engineering and power. The highest
  fees were charged in the expert witness and forensics area, where nine engineers reported an average
  hourly fee of $247. The next-highest fees were charged in management ($173) and quality and
  reliability ($165). Washington, D.C. reported the highest median hourly fee ($350). California had a
  median of $135/hr.
The detail methods and results of this survey will be covered in the presentation.

Biography of Robert Gauger:
Bob Gauger is a founding member of the Los Angeles Area Consultants (LAACN), the Orange County Consultants Network (OCCN), and the Alliance of IEEE Consultants Networks (AICN). He is a Registered Professional Engineering in California. His consulting practice is in areas related to reliability, availability, and maintainability. For the AICN, he has conducted more than a dozen consultant's fee surveys, but this current survey provides by far the most comprehensive data that he has received. Because of this, much better tighter confidence limits can be assigned to the results.

Abstract of "Converting a Model Railroading Hobby into a Business - An Industrial Engineering Consultant's Experiences"
Bob Krave's new business is called "Manhattan Beach Railway Supply". The plan is to produce model railroad kits starting with Heavyweight Passenger Cars of Santa Fe railroad. The designs are being done utilizing CAD. Once the designs are completed, it will be easy to develop tooling for HO, S, and O gauges. He saw that the only cars available that were good reproductions of the originals were brass made in Korea and retailing for $375.00 each in HO Gauge. He determined that he could produce, at a profit, good quality resin cast kits that would retail for $50.00 for HO gauge - a significant cost and quality improvement. As it happens, in the heavyweight era, that the passenger cars of many railroads were unique to that railroad. This causes both challenges and opportunities for the model railroader. Bob Krave will describe conception, initiation and current status of his new venture based on his consulting experience in industrial engineering and his interest in railroading.

Biography of Robert Krave:
Robert F. Krave, Principal, is a graduate of the University of Southern California and holds both B.S. and M.S. degrees in Industrial Engineering. He is a Registered Professional Industrial Engineer, State of California, Certificate Number 1008. His industrial experience includes positions as Industrial Engineering Manager with M.C.C. Pacific Valves and Baker Oil Tools, Inc. His industrial experience includes positions as Industrial Engineer with Fairchild Stratos Division, Wangco Inc., TRW Semiconductors Inc., Honeywell Inc., Mircodot Inc., and Byron Jackson. His consulting experience includes projects for Michels & Company, Krause_s Sofa Factory, Xerox, Terminal Data Corporation, Merit Abrasive, Syncor Corp., W.R. Case & Sons Cutlery and Leggett & Platt. Mr. Krave_s extensive industrial engineering experience includes work methods improvement and simplification, work measurement, standard data development, production standards, labor control systems, plant layout, facilities project management, and equipment justification. He has acquired a broad knowledge of technical applications to a diversity of industries including: solid-state electronic devices, appliance controls, electronic connectors, electronic meters, rubber products, oil tools, mobile homes, furniture, grocery distribution, automobile accessories, valves, fire extinguishers, boiler components, medical equipment, stationery, and computer peripherals. Mr. Krave is a certified expert in several predetermined time data techniques (PMT, MTM, MOST). He has extensive experience in time study, line balancing, design and installation of plant facilities and layout. He is a recognized expert in advanced work measurement techniques and labor control systems, as well as other industrial engineering and cost reduction techniques. He is a Senior Member of the Institute of Industrial Engineers and the Society of Manufacturing Engineers. He is, also, on the advisory committee of the Industrial Engineering Department at the University of Southern California.

PROGRAM #2: The IEEE Orange County Computer Society and the Orange County Consultants Network present

<u>"RESOURCES FOR SUCCESSFUL ENTREPRENEURS"</u>

Date: March 24, 2003
Presentation Topic: "Resources for Successful Entrepreneurs"
Speaker: Michael Scharf of The Results Network
Time: Social Hour: 6:00 p.m.
Dinner: 6:30 p.m.

Presentation: 7:00 p.m.
Location: Wyndham Gardens Hotel
3350 Avenue of the Arts
Costa Mesa, CA
Phone: (714) 751-5100

COST OF DINNER
IEEE Member: $25.00 with RSVP;$30.00 without RSVP
Student or Unemployed IEEE Member:$15.00 with RSVP;$30.00 without RSVP
Non-IEEE Member: $30.00 with RSVP; $35.00 without RSVP
Presentation Only: $0

Pay at the door by cash or check (no credit cards)
Note: You must RSVP for dinner, or pay $5.00 extra for dinner.
No charge for Presentation only
RSVP: RSVP by email to curtbrowne@computer.org (or 1-949-633-6848).
Questions to Don V Black at dblack@dcgFX.com (or 1-949-548-1969).

ABSTRACT

Michael Scharf will provide information for the Entrepreneur on how to find and use the financial and other resources of Orange County, to create a successful new business. Mr. Scharf will discuss the current (2003) funding environment; it's not as bleak as you might think. In addition to the traditional funding sources, Venture Capitalists, and angel investors, Michael will discuss alternative funding sources. These sources include direct and indirect government grants, alliances with large companies, and other private investors.

Our presentation will conclude with a discussion of how to prepare yourself, and your business idea for presentation to investors. Bring paper and a pen, as you'll get a chance to pitch your own business ideas to Michael and the audience.

The audience will take away an understanding of the current funding market, knowledge of the Orange County and Southern California resources useful to launch new ventures, and the four key questions every successful new business needs to answer.

Michael Scharf's introduction about funding your own startup was so well received last August, that the Society felt it should bring him back to tell us in greater detail, about the resources available to an Orange County startup.

BIOGRAPHY
Michael Scharf earned his MBA at California State University (Northridge), and his undergraduate degree from Northwestern University. He has developed and taught workshops and programs on strategic planning, online marketing and direct marketing.

"Leadership Yields Results" is the core belief underlying Michael's executive development practice. With 25 years of experience growing companies, Michael has developed and shared this vision with executives and entrepreneurs in a variety of industries around the world. Today, Michael works with experienced and new business leaders to coach them towards their goals.

Prior to launching his six year old company, Results Network, Inc., Michael was a marketing executive at a number of high-tech and financial services companies. His experience included the launch of a number of new ventures as well as extensive turnaround work.

Michael Scharf, President
Results Network, Inc.
3972 Barranca Parkway, J-450, // Irvine CA 92606

PROGRAM #3: The IEEE Orange County & Los Angeles Area Consultants Networks and the ASME Los Angeles & Orange County Small Business Group present

<u>"A TELESEMINAR ON WEBSITE DEVELOPMENT"</u>

Time and Date: 13 March 2003, 11:00 AM to 12 Noon
Cosponsored by the OC and LA Area IEEE Consultants' Networks,
and the ASME Small Business Group (OC and LA)

Are you interested in creating or upgrading a web site for your business? If so, then this free teleseminar was conceived for you. Wireware.net has created a formalism for tailoring your web content to:

•   Focus on your business goals
•   Use your current expertise to make your customer's visit to your site a great
    experience
•   Create a web site that exemplifies your business principles, technologies, strengths, and values

This program extends the information presented in our previous web site development programs, and emphasizes tailoring structure and content for maximum effectiveness.

The program moderator is Mr. Pete Nelson of The Valeo Group, a speaker at one of our prior meetings. The presenters include Ms. Wendy Nield and Mr. Ken Berger of Webware.net.

WHAT'S A TELESEMINAR? - It's conducted like a telephone conference call. Participants may connect by phone from any location. To register for the free seminar go to www.wireware.net/UserExperience/ . After registration you will be given the seminar phone number (512 area code) and a password. Approximately 3 days prior to the seminar you will receive the visual materials to accompany the presentations. Just prior to the 11:00 AM seminar you call to log in and enjoy the experience. There are **NO LONG COMMUTES** to a central meeting location. If you get bored simply hang up and go about your business.

This is a new format for OCCN meetings. We thought we would try this teleseminar to see how it works and whether it is applicable to some of our other efforts associated with both business and IEEE activities. Comments are invited.

For more information on Wireware, their methodology, speaker biographies, and an introduction to the seminar, see www.Wireware.net . For more on Mr. Nelson and Valeo Communications Group see www.thevaleogroup.com .

February 4,2003

Members and Friends of the OCCN and LAACN,

With great sadness I inform you of the death of Beatrice Hileman, the wife of Ralph Hileman. Ralph has served both the OCCN and LAACN in many positions. Her death on February 3, 2003 was the result of a short illness due to cancer. We in the OCCN and LAACN will greatly miss her presence and support in our activities.

A memorial service will be held at the Pierce Crestlawn Chapel in Riverside at 11am on Monday February 10. The address is

Pierce Brothers Mortuary
11500 Arlington Ave.
Riverside, CA 92505
phone: 909-689-1441

We extend our condolences and sympathies to Ralph and his family for their loss. It is our loss too.

Peter R. Schultz
Chairman, IEEE Orange County Consultants' Network

NEWS from IEEE-USA January 3, 2003

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IEEE-USA Consultants' Survey Reveals Median Incomes Between $75,000 and $120,000

WASHINGTON (10 January 2003) - Fourteen percent of independent consultants earn more than $200,000 a year, according to a recent survey of Alliance of IEEE Consultants' Networks (AICN) members.

Of the more than 2000 technical professionals queried who work as consultants, 400 responded to the 2002 survey. When consultants who work more than 50 percent of their time as an employee or contractor were winnowed out, 333 independent consultants remained.

Of the independent consultants, the highest median annual incomes ($120,000) were reported by those with 1-10 and 11-20 years of technical experience. Those with 31-40 years experience reported a median income of $110,000, while those in the 21-30 year range made a median of $100,000. Those with more than 40 years experience had the lowest median ($75,000).

"We think our findings are the best ever gathered and reported for technical independent consultants' fees," said Bob Gauger, P.E., of Irvine, Calif., who summarized the results for IEEE-USA. "It was by far the largest number of respondents anyone ever had. We received 137 responses to our national survey in 1998, and the Professional and Technical Consultants Association received only 91 responses to their recent fee survey."

Seven independent consultants reported income of at least $1 million. Annual earnings among all age groups ranged from $1,500 to $5 million.

Median hourly fees for all independent consultants ranged from $100 to $125. The minimum was $20 per hour; the maximum $2,000. About 24 percent reported difficulty collecting their fees.

The AICN, an IEEE-USA committee, conducted the survey to help its members gauge how much to charge a client. By knowing what other consultants in similar fields charge, one can establish a fair, yet competitive fee. To view the entire survey results, go to http://www.ieeeusa.org/business/2002feesurvey.pdf.

IEEE-USA supports the career interests of self-employed U.S. IEEE members in a variety of ways, most notably through the IEEE-USA Consultants Database. This premier on-line directory matches prospective clients with the world's finest electrotechnology and information-technology professionals-for-hire. You can view the Consultants' Services homepage at http://www.ieeeusa.org/business/aicn.menu.html.

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